



Zoom2u Technologies Limited (ASX:Z2U)

Delivery, redesigned.

Full Year FY22 Results Presentation

1 September 2022



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The release of this presentation was authorised by the Board of Directors of the Company

Delivery, redesigned.



A platform that connects customers to local drivers for fast same day delivery.

Retail • Ecommerce • SMEs • Consumers



Same Day delivery



3 Hour delivery



Interstate



VIP delivery

~83,000

Customers

2.8M+

Deliveries

>12,200

Drivers

Vehicles



Parcel Types



A global SaaS platform designed for companies looking to manage their own fleet of drivers.

Courier/Transport • Food Delivery • Retail Delivery • Pharmacy delivery • Service businesses



~400

Customers and growing rapidly



10

Countries where we have customers



Booking Management



GPS Tracking



Route Optimisation



Driver App



Proof of Delivery



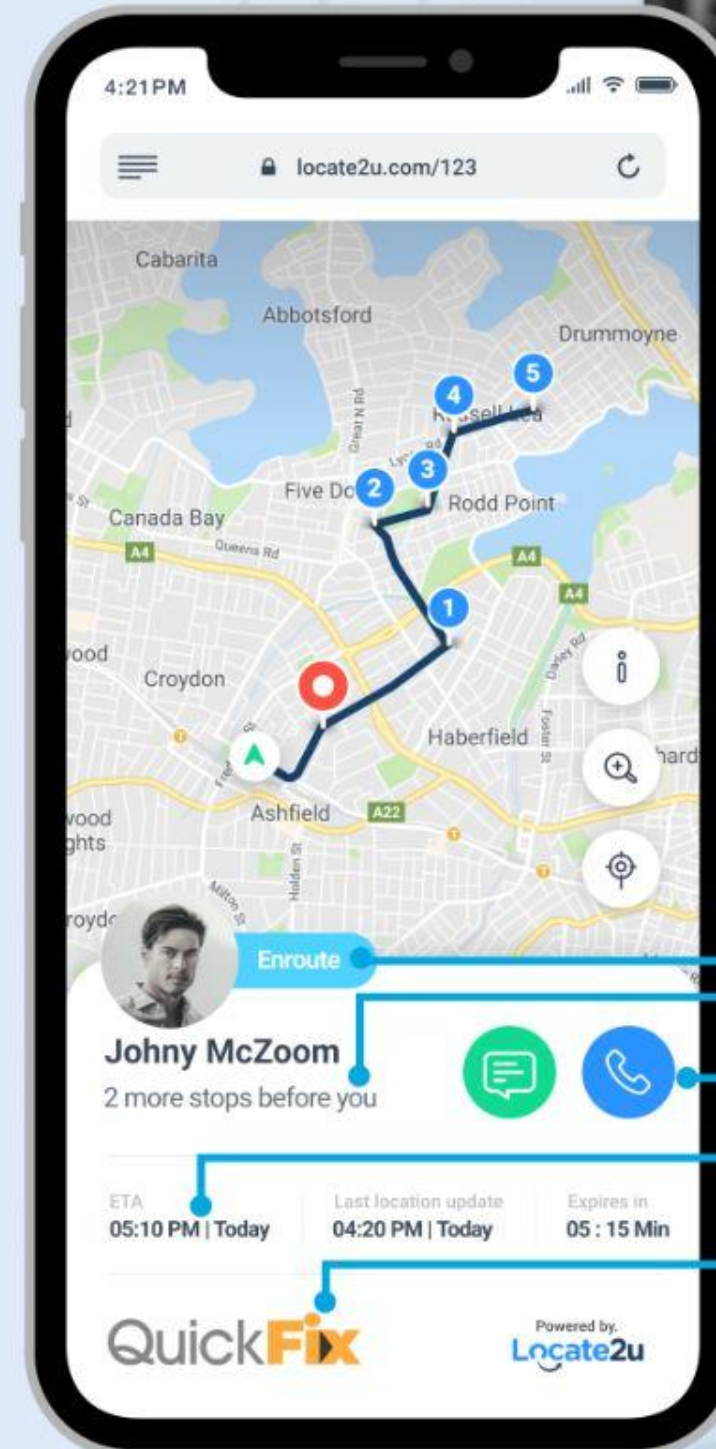
Ratings



Barcode Scanning

Our vision

To let everyone know, at all times, where their delivery is.



Driver Status

No. of Deliveries prior

Driver's Contact Details

ETA

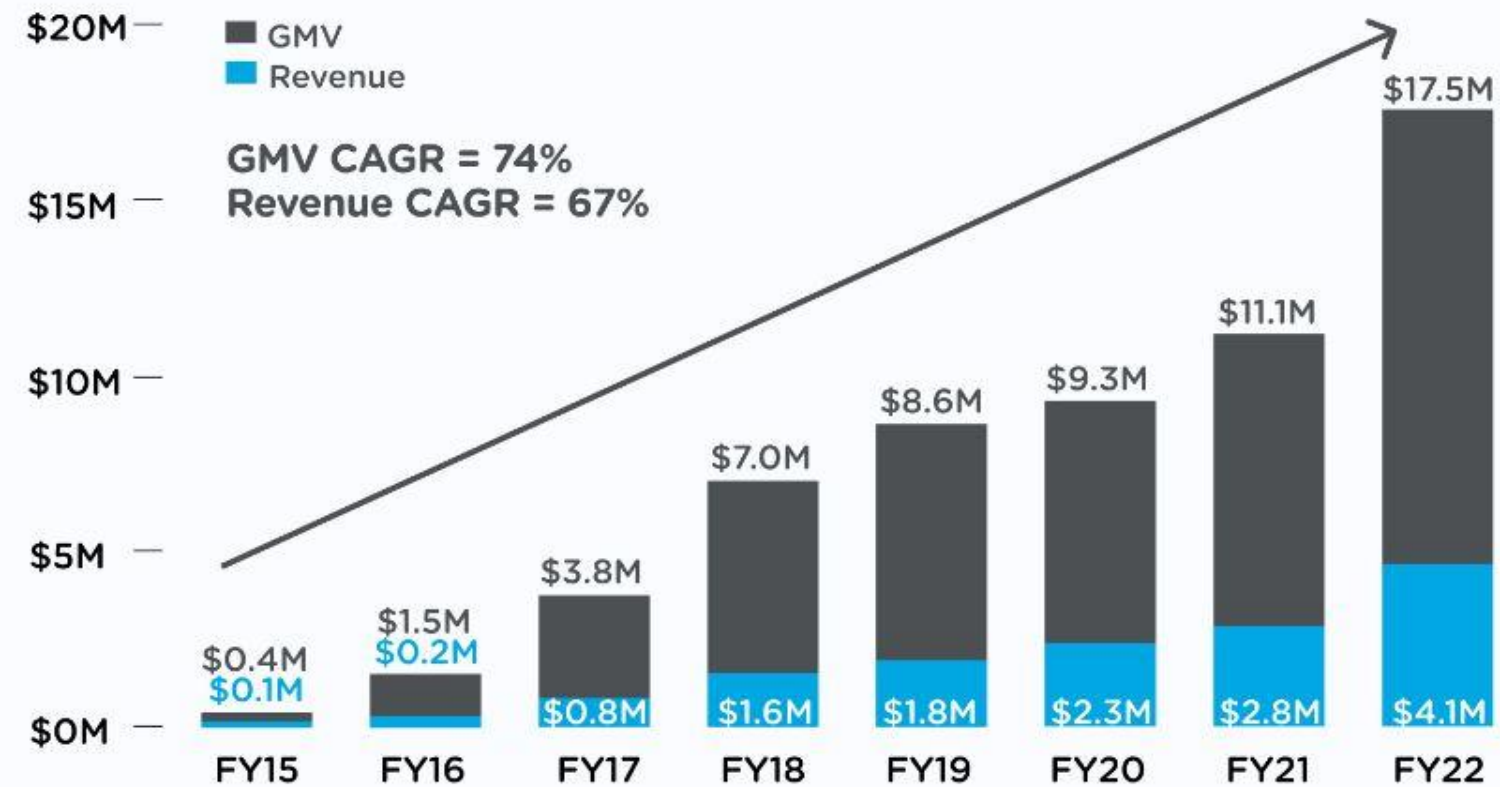
Customer Logo

ETA
11:49 AM | Today

FY22 saw overall revenue increase by 63%

Zoom2u Revenue

↑ ~ 47%

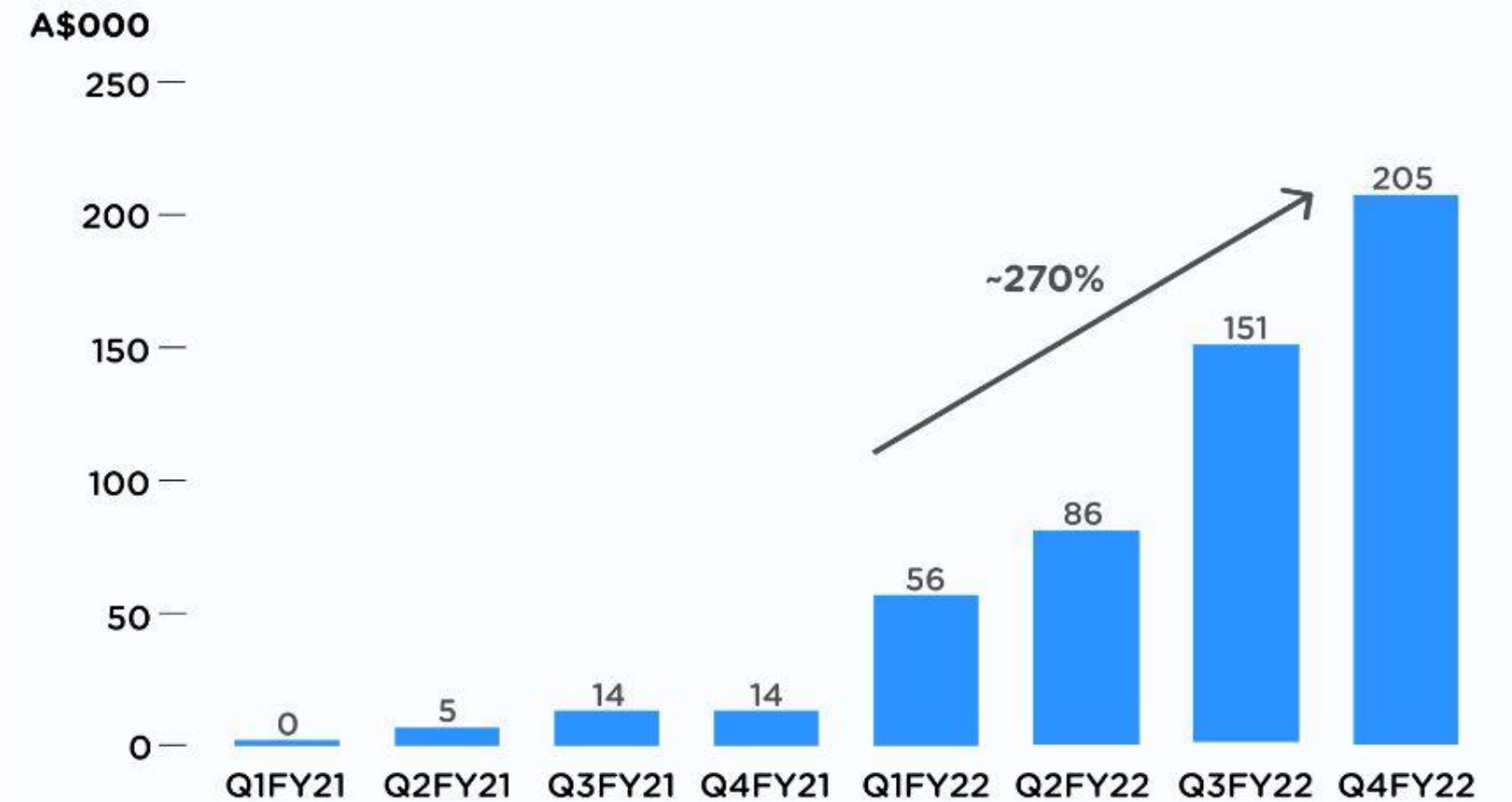


Over the year we added over 15,400 new customers including Bunnings Warehouse, Bing Lee, CouriersPlease, Jaycar, PWC, Decathlon

More recently we have added NZ Post and UPS as customers.

Locate2u Revenue

↑ ~ 1,500%



Over the year we added over 300 new customers including Amart Furniture, Bing Lee, Godden Food Group, Del Re National Food Group and Cleanway.

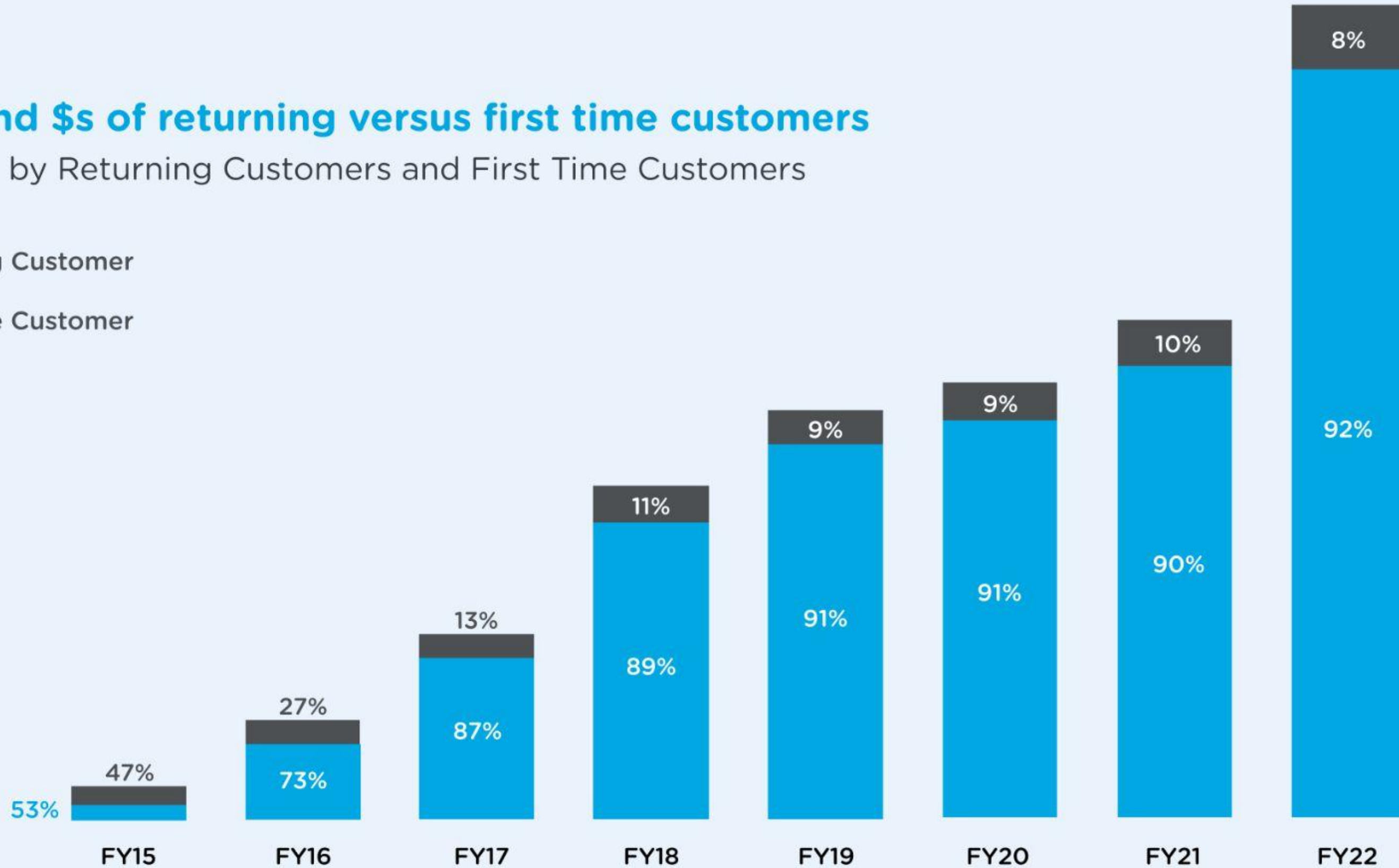
More recently we have added Mayo Clinic and Publicis Groupe as customers

Continued improvement on key metrics

Percentage and \$s of returning versus first time customers

GMV Breakdown by Returning Customers and First Time Customers

- Returning Customer
- First Time Customer



\$20B addressable markets



A\$6.9B²
Global Delivery Management Software market

A\$2.7B³
Global GPS Tracking market

A\$4.1B⁴
Global Field Service Software market

Locate2u

1 IBIS World: Industry statistics, Courier Pick-up and Delivery Services in Australia - Market Size <https://www.ibisworld.com/au/industry/courier-pick-up-deliveryservices/5034/>

2 Verified Market Research, Last Mile Delivery Software Market Size And Forecast, accessed from <https://www.verifiedmarketresearch.com/product/last-mile-delivery-software-market/>.

Market sizes converted from US\$ at exchange rate as at 11 June 2021

3

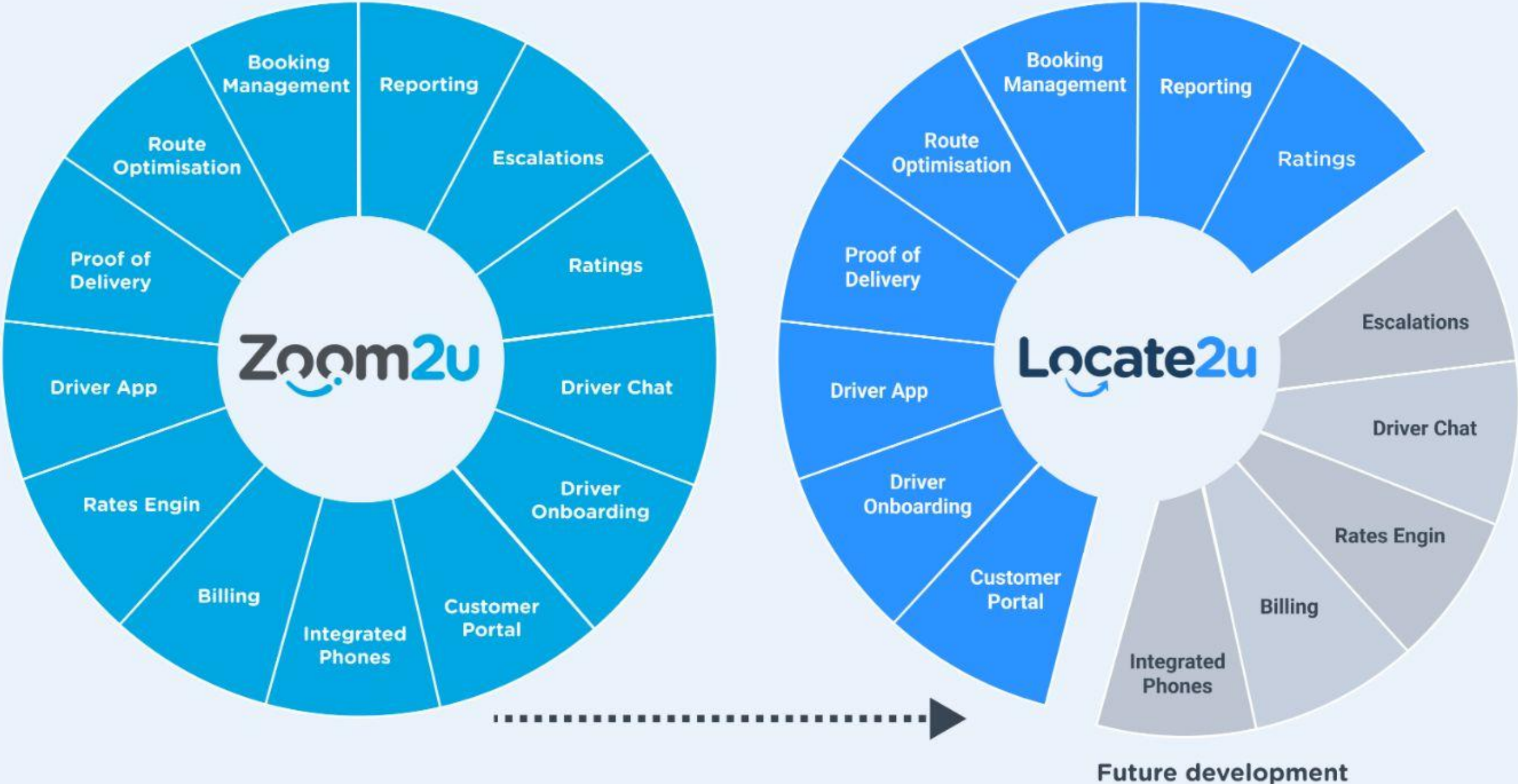
<https://www.globenewswire.com/en/news-release/2022/05/04/2435817/0/en/GPS-Tracker-Market-Expected-to-Attain-USD-5-36-Billion-by-2030-with-a-CAGR-of-13-83-Report-by-Market-Research-Future-MRFR.html#:~:text=According%20to%20a%20comprehensive%20research,rate%20of%2013.83%25%20by%202030>

4 <https://www.globenewswire.com/en/news-release/2022/04/07/2418300/0/en/Field-Service-Management-Market-Size-2021-2028-Worth-USD-8-06-Billion-Exhibiting-a-CAGR-of-13-9.html>

We are building a global SaaS platform - Locate2u

In 2014 we started building the Zoom2u platform, today it's feature rich and provides customers with a great experience.

Our goal is to take the learnings we have had with Zoom2u and move them into Locate2u to deliver a solution to companies globally who are managing their own fleet of their own drivers.



We are building a global SaaS platform - Locate2u

Booking Management

Trip Dashboard All 2022-07-15

LUCAS SMITH 1 OF 15 STOPS COMPLETED

	Stop Reference	Contact	Address	Status	ETA/Arrival		
1	L202215078XGHWQ	Oliver Jones	2 Market Street, Sydney, New South Wales, Australia	COMPLETE	15:46		
2	L202215078FMTCI	Charlotte Brown	44 Market Street, Sydney, New South Wales, Australia	ENROUTE	16:32		
3	L202215074B4XAV	Jack Wilson	12 O'Connell Street, New South Wales, Australia	PENDING	16:39		
4	L20221507XOKA9T	Isla Williams	2 Reserve Road, St Leonards, New South Wales, A...	PENDING	16:55		
5	L20221507Z3KC1	Olivia Taylor	29 Wakefield Street, North Manly, New South Wales, A...	PENDING	17:27		
6	L20221507UBU0P3	David Smith	15 Albert Street, Freshwater, New South Wales, Au...	PENDING	17:32		
7	L202215072S704R	Amelia Manning	6 Mitchell Rd, Brooksvale NSW 2100	PENDING	17:41		

We are building a global SaaS platform - Locate2u

GPS Tracking

The screenshot displays the Locate2u GPS tracking interface. The main map shows Sydney, Australia, with three red circles highlighting specific areas of interest:

- RESTAURANTS:** A red circle highlights the Auburn area, containing several restaurant icons and labels like 'Harvey Norman Flagship Store Auburn', 'McDonald's', and 'Reading Cinemas Auburn'.
- CEMETERY:** A red circle highlights the Rookwood area, containing cemetery icons and labels like 'Rookwood Cemetery' and 'Rookwood General Cemetery'.
- BAY AREA:** A red circle highlights the Concord area, containing various icons and labels like 'Concord Repatriation General Hospital', 'Yaralla House', and 'Concord Golf Club'.

On the left side, there is a sidebar with two main sections:

- TEAM MEMBERS:** A list of names including Dorris Hudson, Reynan Hemmings, Harry McKinley (highlighted in blue), Megan Letterman, Charles Norris, and Bobbie Brennon.
- ASSET GROUPS:** A dropdown menu currently showing 'Operations'.

Below the 'ASSET GROUPS' dropdown is a search bar and a vertical list of device icons representing tracked assets.

We are building a global SaaS platform - Locate2u

Live Tracking Link + Alerts

The screenshot displays a live tracking interface for a driver named Stuart King. The interface includes a map showing a route with a car icon, a profile card for Stuart King with a '1 more stop before you' notification, and an ETA of 10:05 AM | Today. A 'YOUR LOGO' placeholder is also visible. To the right, three device options are shown: an OBD2 Port GPS Device, a Rugged GPS Hardwired Device, and a Battery powered Device. On the left, two notification cards provide tracking links for a cable manager and a plumbing service.

Hi Lucas,
Your Cable Manager is enroute, you can track the live location of your driver here: l2u.io/iTKUri4z

Your Plumbing Service has been Allocated for today. To access your up-to-date estimated arrival time and track your service representative live please click here: l2u.io/EZEbQbsz

Stuart King
1 more stop before you

ETA
10:05 AM | Today

Last Location update
8:45 A M | Today

YOUR LOGO

OBD2 Port GPS Device

Rugged GPS Hardwired Device

Battery powered Device

We are building a global SaaS platform - Locate2u

Route Optimisation

TEAM MEMBERS | **TRIP SUMMARY**

Trip Summary < Back

Find team member... 🔍

- 1 Tonne Van 15 Stops, finishing at 2:05 PM 📌
- 2 Tonne Van 11 Stops, finishing at 4:41 PM 📌

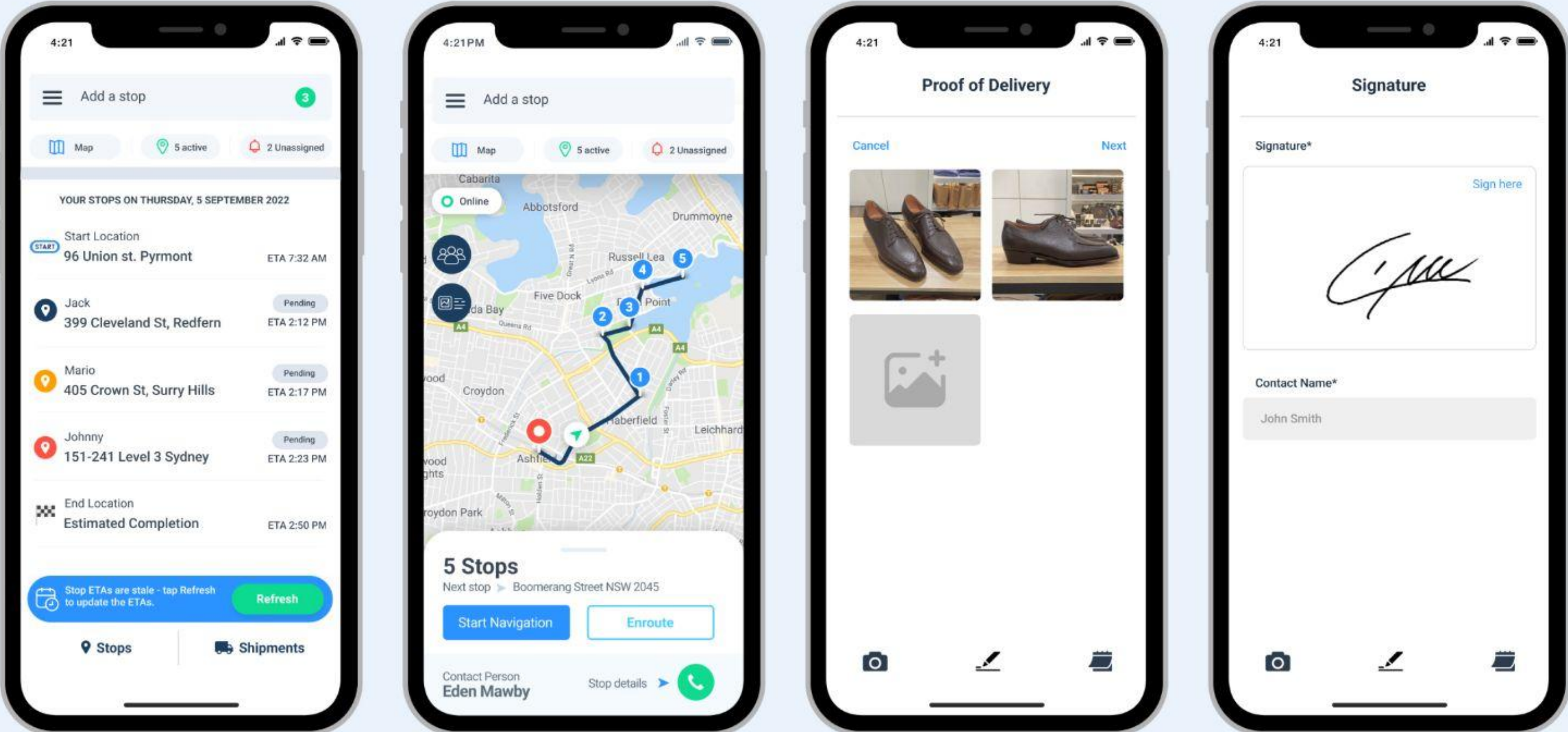
Create Fixed Order Trips

Create 2 Trips



We are building a global SaaS platform - Locate2u

Driver Mobility



We are building a global SaaS platform - Locate2u

In 2022 we released our integration of Shopify to Locate2u allowing customers to send their orders directly into Locate2u.

Our acquisition of Local Delivery App has continued to deliver revenue and has had a complete facelift to the UX. The new UX is expected to go live in the coming weeks.

The screenshot shows the 'LOCAL DELIVERY' dashboard. The main section is the 'Order Calendar' for August 2022. It features a navigation menu on the left with options like 'View Pending Orders', 'View Completed Orders', 'Order Calendar', 'Delivery Areas', and 'Store Pickup'. The calendar grid shows dates from 31st to 13th. A notification states: 'You have 7 pending orders with no date or time. You can view those orders on the Pending Deliveries page.' There is a 'Filter calendar orders' dropdown and an 'Export Month as CSV' button. A user profile picture is visible in the bottom right corner.

SUN	MON	TUE	WED	THU	FRI	SAT
31	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20

We continued to lead the market in organic customer acquisition for Zoom2u

73%

of traffic was via direct, organic or referral



24%

of traffic was via paid



30%

of paid was for our branded keywords

Zoom2u

Our marketing efforts in Zoom2u have allowed us to reduce our overall cost of acquisition. Each month this results in growth of ~1000 in new customers.

Our Locate2u marketing strategy is now in place and will see us acquire customer leads via organic and paid methods. Over time we expect our organic channels to generate the majority of inbound customers.

Our strategy



Maintain

Deliver a platform that provides an exceptional customer experience

Continue to Improve and fine tune

Use our data to see opportunities

Optimise our marketing channels

Grow

Focusing on high volume customers

Increase service offering - *Taxi Truck deliveries coming soon*

Organic and acquisitive growth



Grow

Continue to invest in building our SaaS platform

Key new features are coming over the months ahead

Build our marketing channels to acquire customers globally, by both paid and organic marketing

Focus on the following key markets: Australia, USA, UK and India

Organic and acquisitive growth

Zoom2u Technologies financial highlights

Year ended (\$000)	30-Jun-22	30-Jun-21	% Mvt	Comments
Revenue				
Zoom2u and 2u Enterprises	4,135	2,808	47%	Q1 very strong assisted by Covid lockdowns. Volumes throughout the year consistently higher than in 2021 Growth achieved through deployment of sales and marketing resources
Locate2u	498	31	1,511%	
Total Revenue	4,633	2,839	63%	
Cost of sales	(324)	(185)	75%	Cost of sales growth higher than revenue growth due to higher sales of GPS units
Gross profit	4,309	2,653	62%	
Other income	0	75	-100%	FY21 amount was government stimulus
Operating expenses				
Marketing expenses	(1,620)	(698)	132%	Increase in digital advertising
Employee benefits expense	(5,002)	(1,927)	160%	Staff increased from 55 (June 21) to 112 (June 22) Higher board fees, ESOP and ZPEP expenses
Other expenses	(2,266)	(1,145)	98%	Increased software subscriptions, SMS costs, insurances, professional fees (incl IPO costs)
Total operating expenses	(8,888)	(3,769)	136%	
EBITDA	(4,579)	(1,041)	340%	
Add: IPO costs	418	299	40%	
Normalised EBITDA	(4,160)	(743)	460%	

Zoom2u Technologies cash flow and cash position

Year ended (\$000)	30-Jun-22	30-Jun-21	Commentary
Receipts from customers	5,019	3,117	• ~61% increase in cash receipts consistent with revenue growth
Payments for operating expenses	(8,809)	(3,549)	• Increases in employment costs and other expenses
Interest and other costs of finance paid	(31)	(10)	
Receipt from grants	-	75	• FY21 was government stimulus received
Net cash used in operating activities	(3,822)	(367)	
Cash flows from investing activities			
Payments for intangibles	(1,630)	-	• Capitalised software development costs plus Local Delivery assets acquired
Payments for property, plant and equipment	(104)	(60)	• Primarily laptops for new staff
Net cash used in investing activities	(1,337)	(60)	
Cash flows from financing activities			
Proceeds from issue of shares	7,447	-	• IPO proceeds net of transactions costs that are debited against equity. Remaining transaction costs included in operating cash flows
Proceeds from issue of convertible notes, net of borrowing costs	-	2,335	
Payment of finance lease liabilities	(79)	(74)	
Payment of share issue transaction costs	-	(141)	• IPO transaction costs debited against equity
Net cash from financing activities	7,368	2,120	
Net increase in cash and cash equivalents held	1,813	1,693	
Cash and cash equivalents at beginning of year	2,446	754	
Cash and cash equivalents at end of year	4,259	2,446	

You're invited: Zoom2u Technologies investor event 2022

You're invited to our in person Zoom2u Technologies (ASX:Z2U) investor event for 2022.



6pm-8:30pm AEST, Thursday 22nd September



The Mint (10 Macquarie Street, Sydney NSW 2000)

[Register](#)

<https://events.humanitix.com/zoom2u>

Thank you!



Appendix



Urgent Envelope Delivered

\$30 | 07mins

Carlton → Carlton North

Zoom2u Technologies Corporate Overview

Zoom2u Technologies Limited listed on the ASX on 10 September 2021

Market Capitalisation and Enterprise Value

IPO Offer price	\$0.20
Share price (as at 30-8-22)	\$0.145
Shares on issue (m)	173.3
Market capitalisation (\$m)	\$25.1
Cash on hand (30-6-22) (\$m)	\$4.3
Enterprise Value (\$m)	\$20.9

Share trading

Low (since 11-9-21)	\$0.135
High (since 11-9-21)	\$0.84
VWAP (since 11-9-21)	\$0.50
Average daily volume (000) (since 11-9-21)	558

GMV and Revenue Multiples

LTM GMV (\$m)	\$17.5
LTM Revenue (\$m)	\$4.6
EV / LTM Revenue	4.5x
EV / LTM GMV	1.2x

Top shareholders

Steve Orenstein	25.9%
Perennial	9.9%
JM Future Holdings Pty Ltd	6.7%
Paul and Mary Orenstein	6.7%
Cyan	4.2%



Zoom2u Technologies Board of Directors

Experienced Board with a history of building growth companies



Drew Kelton

Independent
Non-Executive Chair

- A global business leader and professional board director, with 40 years' experience in the Information and Communication Technology and Telecommunications arena.
- Currently a non executive director of Superloop Ltd (SLC:AX). Previously non executive Chairman of Firstwave Cloud Technology Ltd (FCT:AX).
- Previous senior executive roles with Docusign, T-Mobile USA, Bharti Airtel and Telstra.



Steve Orenstein

Founder and CEO

- Founder and CEO of Zoom2u Technologies
- Significant software development and entrepreneurial experience, in particular around job management and job despatch systems.
- Prior to founding Zoom2u Technologies in 2014, founded a business providing field management solutions - Connect2Field - which was acquired by Fleetmatics (NYSE:FLTX)



Michael Gayst

CFO and Executive
Director

- CFO and Executive Director of Zoom2u Technologies
- In his 20+ year investment banking career Michael has advised numerous ASX listed companies on M&A transactions, raising capital and ASX listings including Metcash Limited and National Australia Bank. More recently he has worked on the initial public offerings of Airtasker Limited, Access Innovations Holdings Limited and Cashrewards Limited.



Kara Nicholls

Independent
Non-Executive Director

- Kara has an accomplished career at senior executive levels with over 30 years of global equity capital markets, commercial, regulatory, and corporate compliance experience across the financial services (banking and investment banking), retail, property, higher education, and industrial (oil, mining and manufacturing) sectors as well as at the Australian Securities Exchange.
- Kara is a Non-Executive Director of Ripple Learning Limited and previously she has held Board roles at Gidget Foundation Australia, a non-profit organisation supporting the emotional wellbeing of expectant & new parents, and Macquarie University



Michael Rosenbaum

Independent
Non-Executive Director

- Has over 20 years experience leading & advising high growth tech companies.
- He co-founded DealsDirect and built it to c.\$100m turnover (exit to GraysOnline in 2014) and is currently CEO of Spacer a leading marketplace for storage & parking in Australia & the US. He was previously a director of CarNextDoor (exited to Uber in January 2022).
- Mike brings a broad mix of experience across marketing, technology and scaling high growth businesses.
- Mike is also an early-stage investor in a number of marketplaces in Australia and co-founded the Sharing Hub, a community of founders building marketplaces.